

FRANCHISE REVENUE & PIPELINE SUMMARY  
AS OF 13-FEB-2002  
EUROS IN DIDS  
GLOBAL MEDIA (1)

PRODUCT	Jan Franchise Revenue	YTD(Jan) Franchise Revenue	Prior YTD Franchise Revenue	B/W PRIOR YTD Franchise Revenue	Feb Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BW 2002 Full Year Plan	Future Year Pipeline(3)	Future Year Pipeline Probability Weighted(3)
M&A	14,021	14,021	6,002	8,019	71	80,864	16,312	30,404	49,000	(18,598)	-	-
Other Advisory	-	-	-	-	-	3,500	1,750	1,750	-	1,750	-	-
Total Advisory Products	14,021	14,021	6,002	8,019	71	84,364	18,062	32,154	49,000	(16,846)	-	-
ECM	3,638	3,638	8,095	(4,458)	-	1,500	-	3,638	49,000	(45,362)	-	-
Restricted Securities/PPE	(1)	(1)	40	(41)	-	1,141	114	113	-	113	-	-
Total Equity	3,637	3,637	8,135	(4,498)	-	2,641	114	3,751	49,000	(45,249)	-	-
HY Bonds	5,384	5,384	4,786	598	-	1,426	1,070	6,464	14,000	(7,546)	-	-
Bonds IG	-	-	-	-	-	-	-	-	14,000	(14,000)	-	-
Leveraged Loans	-	-	-	-	-	32,541	16,378	16,378	7,000	9,378	-	-
Loans IG	(121)	(121)	-	(121)	-	-	-	(121)	7,000	(7,121)	-	-
Project Finance Advisory	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt	5,263	5,263	4,786	477	-	33,968	17,448	22,711	42,000	(19,289)	-	-
NIM(2)	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-
Total CF Revenue	22,920	22,920	18,923	3,997	71	120,973	35,624	58,616	140,000	(81,384)	-	-

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) NIM on Hold Portfolio excluded (except REIB and Latin America)
- 3) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL  
AS OF: 13-FEB-2002  
EUROS IN '00'S  
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Jan	Franchise Revenue YTD(Jan)	Franchise Revenue Feb	Other Coverage Groups
	EchoStar - General Advisory (Vivendi) (D016541)	8,686	8,686	-	None
	EchoStar - acqn advisory and financing (GM - HE) (D014801)	(145)	(145)	-	NA SPON
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)	-	-	71	None
	ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)	375	375	-	EUR TECH
	TMP Worldwide - Project University / University 1 (D013407)	3,474	3,474	-	None
	Telecom Italia Mobile - M&A - Project Eiffel / Eiffel (D014121)	1,631	1,631	-	EUR TELE, LA
<b>Total M&amp;A</b>		<b>14,021</b>	<b>14,021</b>	<b>71</b>	
<b>Total Advisory Products</b>		<b>14,021</b>	<b>14,021</b>	<b>71</b>	
	AMC Entertainment - acq financing for General Cinema (D013398)	452	452	-	NA SPON
	Adelphia Communications - HY Offering (2Q 01) (D013200)	68	68	-	NA TELE
	Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015959)	4,864	4,864	-	NA SPON
<b>Total HY Bonds</b>		<b>5,384</b>	<b>5,384</b>	-	
	Comcast Cable - Strategic Lending Contract (M2222)	(54)	(54)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(68)	(68)	-	None
<b>Total Loans IG</b>		<b>(121)</b>	<b>(121)</b>	-	
<b>Total Debt Products</b>		<b>5,263</b>	<b>5,263</b>	-	
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D018091)	3,638	3,638	-	FRANCE
<b>Total Equity</b>		<b>3,638</b>	<b>3,638</b>	-	
	iBeam mfm (M1574)	(1)	(1)	-	None
<b>Total Private Placement-Equity</b>		<b>(1)</b>	<b>(1)</b>	-	
<b>Total Equity Products</b>		<b>3,637</b>	<b>3,637</b>	-	
<b>Total Product</b>		<b>22,920</b>	<b>22,920</b>	<b>71</b>	

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FRANCHISE - PIPELINE BY DEAL  
AS OF: 13-FEB-2002  
EUROS IN 000'S  
GLOBAL MEDIA

		Franchise Value						Franchise Revenue Total	Probability Weighted Pipeline
PRODUCT	DEAL	PROBABILITY	Feb	Mar	Apr	May	Future Months(1)		
M&A	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	100	-	-	-	-	3,423	3,423	3,423
M&A	Aurora Communications - general advisory (D012858)	75	-	751	-	-	0	751	563
M&A	BMG Storage Media - Project Blockbuster / Blockbuster (D012541)	0	-	-	-	-	3,423	-	-
M&A	Bertelsmann - pot buy-out of minorities in RTL (D014819)	25	-	-	-	5,000	0	-	-
M&A	Boosey & Hawkes - divestiture advisory/defence & refinancing (D015359)	0	-	-	-	-	2,000	-	-
M&A	BusinessWire - general advisory (D005685)	25	-	-	-	-	7,189	-	-
M&A	DTT-Online - Project Shakespeare (ex-140) / Shakespeare (ex-140, form (D010255)	0	-	-	-	-	10,000	-	-
M&A	Datacraft Asia - Acq of HK-based System Integrator US60-70mn / Silver (D011656)	0	-	-	-	-	913	-	-
M&A	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0	-	-	-	-	8,000	-	-
M&A	Echostar - acqn advisory and financing (GM - HE) (D014601)	50	-	-	-	-	7,988	-	-
M&A	Fininvest - valuation/fairness opinion (Focus) / Focus (ex-Simfast) (D016069)	0	-	25	-	-	0	25	-
M&A	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra (D013840)	75	2,000	-	-	-	0	2,000	1,500
M&A	Impressa/Colina - pot merger of Impresa w/ Investec (Ilos Cube) / Ilos Cube (D015714)	0	-	-	5,000	-	0	5,000	-
M&A	KPN - strategic advisory on communications towers (Pisa) / Pisa - (D011251)	0	-	-	-	-	10,000	-	-
M&A	Lagardere - project Lary/Emma (Eagle) / Eagle (D005466)	0	-	-	-	-	5,000	-	-
M&A	ProSieben - merger advisory with Kirch Media (Pji Concordia) / Concord (D014982)	50	-	-	-	-	0	-	-
M&A	Scientific Atlanta - acquisition of Barconet/Project Baseball / Baseball (D013401)	75	1,712	-	-	-	0	1,712	2,500
M&A	Taylor Nelson Sofres - potential acquisition of Observer AB / Monodia (D002405)	0	-	-	-	-	4,086	-	-
M&A	Telefonica - Project Micro / Micro (D012896)	0	2,853	-	-	-	0	2,853	1,284
M&A			5,565	778	5,000	5,000	63,524	80,864	16,312
General Advisory	Johnston Press - Acqn advin for RIM (Proj Pacific) / Pacific (D014213)	50	-	-	-	-	3,500	3,500	1,750
General Advisory			-	-	-	-	3,500	3,500	1,750
Advisory Products			5,565	778	5,000	5,000	67,024	84,364	18,082
HY Bonds	Galaxy Latin America - HY bond offering (LO 01) (D002033)	75	1,428	-	-	-	0	1,428	1,070
HY Bonds			1,428	-	-	-	0	1,428	1,070
Leveraged Loans	EMAP - GBP 650 mill bank refinancing (September 2001) (D013787)	75	430	-	-	-	0	430	323
Leveraged Loans	Echostar - acqn advisory and financing (GM - HE) (D014601)	50	-	-	-	-	30,811	30,811	15,406
Leveraged Loans	Liberty Media - €2bn Debt financing (D013612)	50	-	1,300	-	-	0	1,300	650
Leveraged Loans			430	1,300	-	-	30,811	32,541	16,378
Debt Products			1,858	1,300	-	-	30,811	33,968	17,443
Equity	Lagardere - monetisation of shares & convertible bond offering (D015605)	0	-	-	-	-	1,500	1,500	-
Equity			-	-	-	-	1,500	1,500	-
Private Placement-Equity	nCube - equity private placement (2002) (D011472)	10	-	-	-	-	1,141	1,141	114
Private Placement-Equity			-	-	-	-	1,141	1,141	114
Equity Products			-	-	-	-	2,841	2,841	114
Product			8,421	2,076	5,000	5,000	100,476	120,373	35,624

1) Future Months include all pipeline, including future years

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
2002-02-13 (Wed)  
EUROS IN 000'S  
Global Media

BANKER	DEAL	PRODUCT	PROB	JAN FRANCHISE VALUE	YTD JAN FRANCHISE VALUE	FEB FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Amling, Jeffrey	Aurora Communications - general advisory (D012856)	Divestiture Advisory	75%	-	-	-	751	-
	EchoStar - General Advisory (Vivendi) (D016541)	Other M&A Advisory	N/A	8,888	8,888	-	-	-
	EchoStar - acq advisory and financing (GM - HE) (D014601)	Acquisition Advisory	50%	-	-	-	7,988	-
	EchoStar - acq advisory and financing (GM - HE) (D014601)	Acquisition Advisory	50%	(145)	(145)	-	-	-
	Hughes/PanAmSat - Project Palcan/Interim financing 1002 / Pelican 1 (D015659)	Bonds-Loans	50%	4,864	4,864	-	30,811	-
Austin, Geoffrey	Gazprom - sale of Gazprom Media to Spunik Group (Astria / Astria * (D013840)	Divestiture Advisory	75%	-	-	-	2,000	-
	Johnston Press - Acq'n admin for RIM (Proj Pacific) / Pacific (D014213)	Financing Advisory	50%	-	-	-	3,500	-
	Lagardere - monetization of shares & convertible bond offering (D015605)	Block Trade	0%	-	-	-	1,500	-
	Lagardere - project Larry/Emma (Eagle) / Eagle - (D005498)	Acquisition Advisory	0%	-	-	-	10,000	-
Carey, Charles	Aurora Communications - general advisory (D012856)	Divestiture Advisory	75%	-	-	-	751	-
Graves, Daniel B.	Adelphia Communications - HY Offering (D013200)	Bonds-Corporate High Yield	N/A	68	68	-	-	-
	Landmark Communications - general advisory (Retailer 2001-02) (D014724)	Other M&A Advisory	N/A	-	-	71	-	-
Lovegrove, Stephen	Bertelsmann - pot buy-out of minorities in RTL (D014619)	Acquisition Advisory	25%	-	-	-	5,000	-
	Borsey & Hawkes - divestiture advisory/defence & refinancing (D015359)	Divestiture Advisory	0%	-	-	-	2,000	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	6,000	-
	Impress/Cofine - pot merge of Impress w/ Investec (Ice Cube) / Ice cube (D015714)	Merger Advisory	0%	-	-	-	1,500	-
	Lagardere - project Larry/Emma (Eagle) / Eagle - (D005498)	Acquisition Advisory	0%	-	-	-	10,000	-
Lovell, Nicholas	Impress/Cofine - pot merge of Impress w/ Investec (Ice Cube) / Ice cube (D015714)	Merger Advisory	0%	-	-	-	1,500	-
	Publicis Groupe SA - convertible bond Q1 2002 (King) / King * (D016091)	Equity-Convertible Bonds	N/A	3,538	3,538	-	-	-
Machnes, Bruce	Bertelsmann - pot buy-out of minorities in RTL (D014619)	Acquisition Advisory	25%	-	-	-	5,000	-
	Fininvest - valuation/fairness opinion (Focus) / Focus (ex-Simfast) (D016069)	Fairness Opinion	0%	-	-	-	25	-
	Gazprom - sale of Gazprom Media to Spunik Group (Astria / Astria * (D013840)	Divestiture Advisory	75%	-	-	-	2,000	-
	ProSieben - merger advisory with Kirch Media (Pjt Concord a) / Concord (D014882)	Merger Advisory	50%	-	-	-	5,000	-
	ProSieben - merger advisory with Kirch Media (Pjt Concord a) / Concord (D014882)	Merger Advisory	N/A	375	375	-	-	-
	Taylor Nelson Sofres - potential acquisition of Observer AB / Monocle (D002405)	Other M&A Advisory	0%	-	-	-	4,088	-
	Hughes/PanAmSat - Project Palcan/Interim financing 1002 / Pelican 1 (D015659)	Bonds-Corporate High Yield	N/A	4,864	4,864	-	-	-
Morris, J L Malcolm	KPN - strategic advisory on communications towers (Pisa) / Pisa - (D011251)	Divestiture Advisory	0%	-	-	-	6,000	-
	Telecom Italia Mobile - M&A - Project Eiffel (D014121)	Divestiture Advisory	N/A	1,631	1,631	-	-	-
Paul, Gregory R.	Telefonica - Project Micro / Micro - (D012896)	Divestiture Advisory	0%	-	-	-	2,853	-
	AMC Entertainment - acq financing for General Cinema (D013398)	Bonds-Corporate High Yield	N/A	452	452	-	-	-
Thun-Hohenstein, Christian	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	Bonds-Corporate High Yield	75%	-	-	-	1,426	-
	Bertelsmann - pot buy-out of minorities in RTL (D014619)	Acquisition Advisory	25%	-	-	-	5,000	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	8,000	-
Treffo, Dyan	ENAP - GBP 650 mill bank refinancing (September 2001) (D013787)	Senior Bank Debt	75%	-	-	-	430	-
	Fininvest - valuation/fairness opinion (Focus) / Focus (ex-Simfast) (D016069)	Fairness Opinion	0%	-	-	-	25	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Shout (D010328)	Divestiture Advisory	100%	-	-	-	3,423	-
	BMG Storage Media - Project Blackbuster / Blackbuster (D012541)	Acquisition Advisory	0%	-	-	-	3,423	-
	BusinessWire - general advisory (D005665)	Divestiture Advisory	25%	-	-	-	7,188	-
Yung, Sun J.	QTT-Online - Project Shakespeare (ex-140) / Shakespeare (ex-140, form (D010255)	Acquisition Advisory	0%	-	-	-	10,000	-
	Liberty Media	Senior Bank Debt	50%	-	-	-	1,300	-
	TMP Worldwide - Project University / University 1 (D013407)	Acquisition Advisory	N/A	3,474	3,474	-	-	-
	nCube - equity private placement (2002) (D011472)	Private Placement-Equity	10%	-	-	-	1,141	-
Yung, Sun J.	Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401)	Acquisition Advisory	75%	-	-	-	1,712	-
	nCube - equity private placement (2002) (D011472)	Private Placement-Equity	10%	-	-	-	1,141	-

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FRANCHISE REVENUE & PIPELINE SUMMARY  
AS OF 13-FEB-2002  
EUROS IN COPS  
EUROPE MEDIA (1)

PRODUCT	Jan Franchise Revenue	YTD(Jan) Franchise Revenue	Prior YTD Franchise Revenue	B/W PRIOR YTD Franchise Revenue	Feb Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	B/W 2002 Full Year Plan	Future Year Pipeline(3)	Future Year Pipeline Probability Weighted(3)
M&A	375	375	4,764	(4,389)	-	37,611	5,250	5,625	28,920	(23,285)	-	-
Other Advisory	-	-	-	-	-	3,600	1,750	1,750	28,920	1,750	-	-
Total Advisory Products	375	375	4,764	(4,389)	-	41,111	7,000	7,375	28,920	(21,535)	-	-
ECM	3,638	3,638	2,879	758	-	1,500	-	3,638	28,920	(25,282)	-	-
Restricted Securities/PPE	3,638	3,638	2,879	758	-	1,500	-	3,638	28,920	(25,282)	-	-
Total Equity	-	-	-	-	-	-	-	-	8,285	(8,285)	-	-
HY Bonds	-	-	-	-	-	-	-	-	8,285	(8,285)	-	-
Bonds IG	-	-	-	-	-	-	-	-	8,285	(8,285)	-	-
Leveraged Loans	-	-	-	-	-	430	323	323	4,130	(3,808)	-	-
Loans IG	-	-	-	-	-	-	-	-	4,130	(4,130)	-	-
Project Finance Advisory	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt	-	-	-	-	-	430	323	323	24,790	(24,468)	-	-
NIM(2)	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-
Total CF Revenue	4,013	4,013	7,644	(3,631)	-	43,041	7,323	11,335	82,630	(71,295)	-	-

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) NIM on Hold Portfolio excluded (except REIP and Latin America)
- 3) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL  
AS OF: 13-FEB-2002  
EUROS IN '000'S  
EUROPE MEDIA

PRODUCT	DEAL	Franchise Revenue Jan	Franchise Revenue YTD(Jan)	Franchise Revenue Feb	Other Coverage Groups
	ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)	375	375	-	EUR TECH
Total M&A		375	375	-	
Total Advisory Products		375	375	-	
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	3,638	3,638	-	FRANCE
Total Equity		3,638	3,638	-	
Total Equity Products		3,638	3,638	-	
Total Product		4,013	4,013	-	

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FRANCHISE - PIPELINE BY DEAL  
AS OF: 13-FEB-2002  
EUROS IN 000'S  
EUROPE MEDIA

PRODUCT	DEAL	PROBABILITY	Franchise Value					Future Months(1)	Franchise Revenue Total	Probability Weighted Pipeline
			Feb	Mar	Apr	May				
M&A	Bertelsmann - pot buy-out of minorities in RTL (D014619)	25	-	-	-	5,000	-	0	5,000	1,250
M&A	Boosey & Hawkes - divestiture advisory/defence & refinancing (D015359)	0	-	-	-	-	-	2,000	2,000	-
M&A	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0	-	-	-	-	-	8,000	8,000	-
M&A	Fininvest - valuation/fairness opinion (Focus) / Focus (ex-Silmar) (D016069)	0	-	25	-	-	-	0	25	-
M&A	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	75	2,000	-	-	-	-	0	2,000	1,500
M&A	Impresso/Colina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	0	-	-	-	-	-	1,500	1,500	-
M&A	Lagardere - project Larry/Emma (Eagle) / Eagle- (D003469)	0	-	-	-	-	-	10,000	10,000	-
M&A	ProSieben - merger advisory with Kirch Media (Plt Concordia) / Concord (D014982)	50	-	-	-	-	-	5,000	5,000	2,500
M&A	Taylor Nelson Sofres - potential acquisition of Observer AB / Monocle (D002405)	0	-	-	-	-	-	4,086	4,086	-
			2,000	25	-	5,000	-	30,586	37,611	6,250
General Advisory	Johnston Press - Acq'n adv/in for RIM (Proj Pacific) / Pacific (D014213)	50	-	-	-	-	-	3,500	3,500	1,750
General Advisory			-	-	-	-	-	3,500	3,500	1,750
Advisory Products			2,000	25	-	5,000	-	34,086	41,111	7,000
Leveraged Loans	EMAP - GBP 650 mill bank refinancing (September 2001) (D013787)	75	430	-	-	-	-	0	430	323
Leveraged Loans			430	-	-	-	-	0	430	323
Debt Products			430	-	-	-	-	0	430	323
Equity	Lagardere - monetisation of shares & convertible bond offering (D015605)	0	-	-	-	-	-	1,500	1,500	-
Equity			-	-	-	-	-	1,500	1,500	-
Equity Products			-	-	-	-	-	1,500	1,500	-
Product			2,430	25	-	5,000	-	36,586	43,041	7,323

1) Future Months include all pipeline, including future years

FRANCHISE - REVENUE & PIPELINE BY IND & DIR  
2002-02-13 (Wed)  
EUROS IN 000'S  
Europe Media

BANKER	DEAL	PRODUCT	PROB	JAN FRANCHISE VALUE	YTD JAN FRANCHISE VALUE	FEB FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Austin, Geoffrey	Gazprom - sale of Gazprom Media to Sputnik Group (Asra) / Astra * (D013840)	Divestiture Advisory	75%	-	-	-	2,000	-
	Johnston Press - Acq advn for RIM (Proj Pacific) / Pacific. (D014213)	Financing Advisory	50%	-	-	-	3,500	-
	Legardere - monetisation of shares & convertible bond offering (D015605)	Block Trade	0%	-	-	-	1,500	-
	Legardere - project Lany/Enima (Eagle) / Eagle- (D005489)	Acquisition Advisory	0%	-	-	-	10,000	-
Lovegrove, Stephen	Bertelsmann - pot buy-out of minorities in RTL (D014819)	Acquisition Advisory	25%	-	-	-	5,000	-
	Boosey & Hawkes - divestiture advisory/defence & refinancing (D015359)	Divestiture Advisory	0%	-	-	-	2,000	-
	Deutsche Telekom - Sale options for 18% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	8,000	-
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	Merger Advisory	0%	-	-	-	1,800	-
Lovell, Nicholas	Legardere - project Lany/Enima (Eagle) / Eagle- (D005489)	Acquisition Advisory	0%	-	-	-	10,000	-
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	Merger Advisory	0%	-	-	-	1,500	-
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	Equity-Convertible Bonds	N/A	3,638	3,638	-	-	-
	Bertelsmann - pot buy-out of minorities in RTL (D014619)	Acquisition Advisory	25%	-	-	-	5,000	-
MacInnes, Bruce	Fininvest - valuation/fairness opinion (Focus) / Focus (ex-Simfast) (D016088)	Fairness Opinion	0%	-	-	-	25	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Asra) / Astra * (D013840)	Divestiture Advisory	75%	-	-	-	2,000	-
	ProSieben - merger advisory with Kirch Media (PI Concordia) / Concord (D014682)	Merger Advisory	50%	-	-	-	5,000	-
	ProSieben - merger advisory with Kirch Media (PI Concordia) / Concord (D014682)	Merger Advisory	N/A	375	375	-	-	-
Thun-Hohenstein, Christian	Taylor Nelson Sofres - potential acquisition of Observer AB / Monocle (D002405)	Other M&A Advisory	0%	-	-	-	4,086	-
	Bertelsmann - pot buy-out of minorities in RTL (D014819)	Acquisition Advisory	25%	-	-	-	5,000	-
	Deutsche Telekom - Sale options for 18% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	8,000	-
	EMAP - GBP 650 mill bank refinancing (September 2001) (D013787)	Senior Bank Debt	75%	-	-	-	430	-
	Fininvest - valuation/fairness opinion (Focus) / Focus (ex-Simfast) (D016088)	Fairness Opinion	0%	-	-	-	25	-

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**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 13 FEB 2002**  
**EUROS IN 000'S**  
**NA MEDIA (1)**

PRODUCT	Jan Franchise Revenue	YTD(Jan) Franchise Revenue	Prior YTD Franchise Revenue	BAW PRIOR YTD Franchise Revenue	Feb Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Balance Of Cur Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BNW 2002 Full Year Plan	Future Year Pipeline(3)	Future Year Pipeline Probability Weighted(3)
M&A	13,646	13,646	1,237	12,408	71	42,340	11,082	24,779	25,650	(871)	-	-
Other Advisory	13,846	13,846	1,237	12,408	71	42,340	11,082	24,779	25,650	(871)	-	-
Total Advisory Products	-	-	-	-	-	-	-	-	-	-	-	-
ECM	(1)	(1)	8,137	(8,137)	-	1,141	114	113	25,650	(25,650)	-	-
Restricted Securities/PPE	(1)	(1)	40	(41)	-	1,141	114	113	25,650	(25,650)	-	-
Total Equity	-	-	8,177	(8,178)	-	-	-	-	-	-	-	-
HY Bonds	5,384	5,384	4,786	598	-	1,426	1,070	6,454	7,330	(876)	-	-
Bonds IG	-	-	-	-	-	-	-	-	7,330	(7,330)	-	-
Leveraged Loans	-	-	-	-	-	32,111	16,058	16,056	3,665	12,391	-	-
Loans IG	(121)	(121)	-	(121)	-	-	-	(121)	3,665	(3,786)	-	-
Project Finance Advisory	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt	5,263	5,263	4,786	477	-	33,538	17,126	22,388	21,990	398	-	-
NIM(2)	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-
Total CF Revenue	18,908	18,908	14,200	4,707	71	77,019	28,301	47,280	73,290	(26,010)	-	-

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement, per client manager for booked deals and pipeline deals
- 2) NIM on Hold Portfolio excluded (except REIB and Latin America)
- 3) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL  
AS OF: 13-FEB-2002  
EUROS IN 000'S  
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Jan	Franchise Revenue YTD(Jan)	Franchise Revenue Feb	Other Coverage Groups
	Echostar - General Advisory (Vivendi) (D016541)	8,686	8,686	-	None
	Echostar - acqn advisory and financing (GM - HE) (D014601)	(145)	(145)	-	NA SPON
	Landmark Communications - general advisory(Retailer 2001-02) (D014724)	-	-	71	None
	TMP Worldwide - Project University / University 1 (D013407)	3,474	3,474	-	None
	Telecom Italia Mobile - M&A - Project Eifel / Eifel (D014121)	1,631	1,631	-	EUR TELE, LA
Total M&A		13,646	13,646	71	
Total Advisory Products		13,646	13,646	71	
	AMC Entertainment - acq financing for General Cinema (D013398)	452	452	-	NA SPON
	Adelphia Communications - HY Offering (2Q 01) (D013200)	68	68	-	NA TELE
	Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015959)	4,864	4,864	-	NA SPON
Total HY Bonds		5,384	5,384	-	
	Comcast Cable - Strategic Lending Contract (M2222)	(54)	(54)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(68)	(68)	-	None
Total Loans IG		(121)	(121)	-	
Total Debt Products		5,263	5,263	-	
	iBeam mtm (M1574)	(1)	(1)	-	None
Total Private Placement-Equity		(1)	(1)	-	
Total Equity Products		(1)	(1)	-	
Total Product		18,908	18,908	71	

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FRANCHISE - PIPELINE BY DEAL  
AS OF: 13-FEB-2002  
EUROS IN 000'S  
NA MEDIA

Franchise Value										
PRODUCT	DEAL	PROBABILITY	Feb	Mar	Apr	May	Future Months(1)	Franchise Revenue Total	Probability Weighted Pipeline	
M&A	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	100	-	-	-	-	3,423	3,423	3,423	
M&A	Aurora Communications - general advisory (D012858)	75	-	751	-	-	0	751	563	
M&A	BMG Storage Media - Project Blockbuster / Blockbuster (D012541)	0	-	-	-	-	3,423	3,423	3,423	
M&A	BusinessWire - general advisory (D005685)	25	-	-	-	-	7,189	7,189	1,797	
M&A	OTT-Online - Project Shakespeare (ex-140) / Shakespeare (ex-140, form (D010255))	0	-	-	-	-	10,000	10,000	10,000	
M&A	Echostar - acqn advisory and financing (GM - HE) (D014601)	50	-	-	-	-	7,988	7,988	3,994	
M&A	KPN - strategic advisory on communications towers (Pisa) / Pisa - (D011251)	0	-	-	5,000	-	0	5,000	5,000	
M&A	Scientific Atlanta - acquisition of Barcone/Project Baseball / Baseball (D013401)	75	1,712	-	-	-	0	1,712	1,284	
M&A	Telefonica - Project Micro / Micro (D012896)	0	2,853	-	-	-	0	2,853	-	
			4,566	751	5,000	-	32,024	42,340	11,062	
Advisory Products										
			4,566	751	5,000	-	32,024	42,340	11,062	
HY Bonds	Galaxy Latin America - HY bond offering (LQ 01) (D002033)	75	1,426	-	-	-	0	1,426	1,070	
HY Bonds			1,426	-	-	-	0	1,426	1,070	
Leveraged Loans	Echostar - acqn advisory and financing (GM - HE) (D014601)	50	-	-	-	-	30,811	30,811	15,406	
Leveraged Loans	Liberty Media - \$2bn Debt financing (D013812)	50	-	1,300	-	-	0	1,300	850	
Leveraged Loans			-	1,300	-	-	30,811	32,111	16,056	
Debt Products										
			1,426	1,300	-	-	30,811	33,538	17,126	
Private Placement-Equity	nCube - equity private placement (2002) (D011472)	10	-	-	-	-	1,141	1,141	114	
Private Placement-Equity			-	-	-	-	1,141	1,141	114	
Equity Products										
			-	-	-	-	1,141	1,141	114	
Product										
			5,991	2,051	5,000	-	63,977	77,019	28,301	

1) Future Months include all pipeline, including future years

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
2002-02-13 (Wed)  
EUROS IN 000'S  
NA Media

BANKER	DEAL	PRODUCT	PROB	JAN FRANCHISE VALUE	YTD JAN FRANCHISE VALUE	FEB FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Amiling, Jeffrey	Aurora Communications - general advisory (D012858)	Divestiture Advisory	75%	-	-	-	-	-
	EchoStar - General Advisory (Vivendi) (D018541)	Other M&A Advisory	N/A	8,886	8,886	-	751	-
	EchoStar - acq advisory and financing (GM - HE) (D014601)	Acquisition Advisory	50%	-	-	-	-	-
	EchoStar - acq advisory and financing (GM - HE) (D014601)	Acquisition Advisory	N/A	(145)	(145)	-	7,988	-
	EchoStar - acq advisory and financing (GM - HE) (D014601)	Bridge Loans	50%	-	-	-	-	-
	Hughes/PanAmSat - Project Pelican/Inteln financing 1Q02 / Pelican 1 (D015959)	Bonds-Corporate High Yield	N/A	4,864	4,864	-	30,811	-
Carey, Charles	Aurora Communications - general advisory (D012858)	Divestiture Advisory	75%	-	-	-	-	-
Graves, Daniel B.	Adelphia Communications - HY Offering (2Q 01) (D013200)	Bonds-Corporate High Yield	N/A	66	66	-	751	-
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)	Other M&A Advisory	N/A	-	-	71	-	-
Morris, J L Malcolm	Hughes/PanAmSat - Project Pelican/Inteln financing 1Q02 / Pelican 1 (D015959)	Bonds-Corporate High Yield	N/A	4,864	4,864	-	-	-
	KPN - strategic advisory on communications towers (Plexa) / Plexa - (D011251)	Divestiture Advisory	0%	-	-	-	5,000	-
	Telecom Italia Mobile - M&A - Project Eiffel (D014121)	Divestiture Advisory	N/A	1,631	1,631	-	-	-
	Telefonica - Project Micro / Micro - (D012856)	Divestiture Advisory	0%	-	-	-	2,853	-
Paul, Gregory R.	AMC Entertainment - acq financing for General Cinema (D013398)	Bonds-Corporate High Yield	N/A	452	452	-	-	-
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	Bonds-Corporate High Yield	75%	-	-	-	1,425	-
Tiffo, Dyan	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Shout (D010328)	Divestiture Advisory	100%	-	-	-	-	-
	BMG Storage Media - Project Blockbuster / Blockbuster- (D012541)	Acquisition Advisory	0%	-	-	-	3,423	-
	BusinessWire - general advisory (D005665)	Divestiture Advisory	25%	-	-	-	2,423	-
	DTT-Online - Project Shakespeare (ex-140) / Shakespeare (ex-140, form (D010255)	Acquisition Advisory	0%	-	-	-	7,189	-
	Liberty Media -	Senior Bank Debt	50%	-	-	-	10,000	-
	TMP Worldwide - Project University / University 1 (D013407)	Acquisition Advisory	N/A	-	-	-	1,300	-
Yung, Sun J.	nCube - equity private placement (2002) (D011472)	Private Placement-Equity	10%	3,474	3,474	-	1,141	-
	Scientific Atlanta -acquisition of Berconet-Project Basebat / Basebat (D013401)	Acquisition Advisory	75%	-	-	-	1,712	-
	nCube - equity private placement (2002) (D011472)	Private Placement-Equity	10%	-	-	-	1,141	-

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## FRANCHISE - REVENUE &amp; PIPELINE SUMMARY

AS OF 13-FEB-2002

EUROS IN 000'S

ASIA PACIFIC MEDIA (1)

PRODUCT	Jan Franchise Revenue	YTD(Jan) Franchise Revenue	Prior YTD Franchise Revenue	BW PRIOR YTD Franchise Revenue	Feb Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BW 2002 Full Year Plan	Future Year Pipeline(3)	Future Year Pipeline Probability Weighted(3)
M&A	-	-	-	-	-	913	-	-	-	-	-	-
Other Advisory	-	-	-	-	-	913	-	-	-	-	-	-
Total Advisory Products	-	-	-	-	-	-	-	-	-	-	-	-
ECM	-	-	-	-	-	-	-	-	-	-	-	-
Restricted Securities/PPE	-	-	-	-	-	-	-	-	-	-	-	-
Total Equity	-	-	-	-	-	-	-	-	-	-	-	-
HY Bonds	-	-	-	-	-	-	-	-	-	-	-	-
Bonds IG	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Loans	-	-	-	-	-	-	-	-	-	-	-	-
Loans IG	-	-	-	-	-	-	-	-	-	-	-	-
Project Finance Advisory	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt	-	-	-	-	-	-	-	-	-	-	-	-
NIM(2)	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-
Total CF Revenue	-	-	-	-	-	913	-	-	-	-	-	-

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) NIM on Hold Portfolio excluded (except REIB and Latin America)
- 3) Balance of Pipeline includes all future years

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FRANCHISE - PIPELINE BY DEAL  
AS OF: 13-FEB-2002  
EUROS IN 000'S  
ASIA/PACIFIC MEDIA

## Franchise Value

PRODUCT	DEAL	PROBABILITY	Feb	Mar	Apr	May	Future Months(1)	Franchise Revenue Total	Probability Weighted Pipeline
M&A	Datacraft Asia - Acq of HK-based System Integrator US\$50-70mn / Silver (L	0	-	-	-	-	913	913	-
M&A			-	-	-	-	913	913	-
Advisory Products			-	-	-	-	913	913	-
Product			-	-	-	-	913	913	-

1) Future Months include all pipeline, including future years

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